

Figure 3

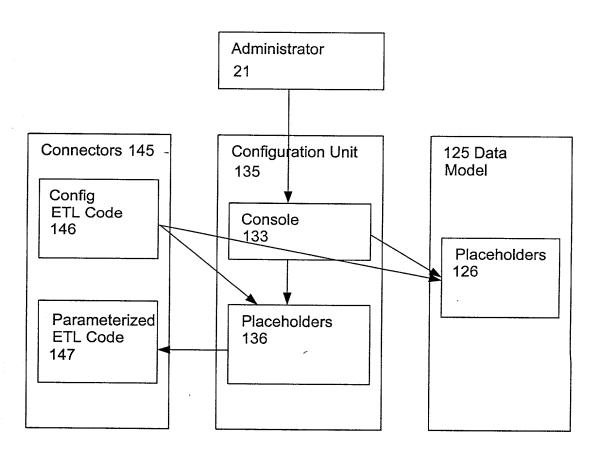


Figure 4

Figure 5

Cancel

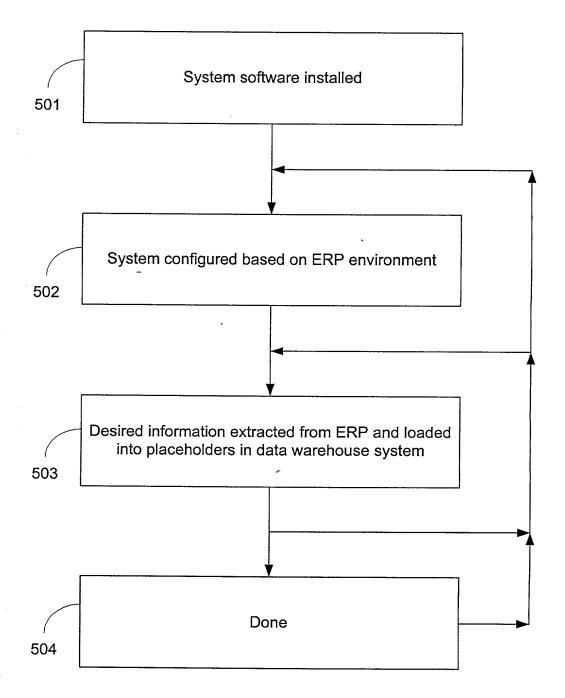


Figure 6

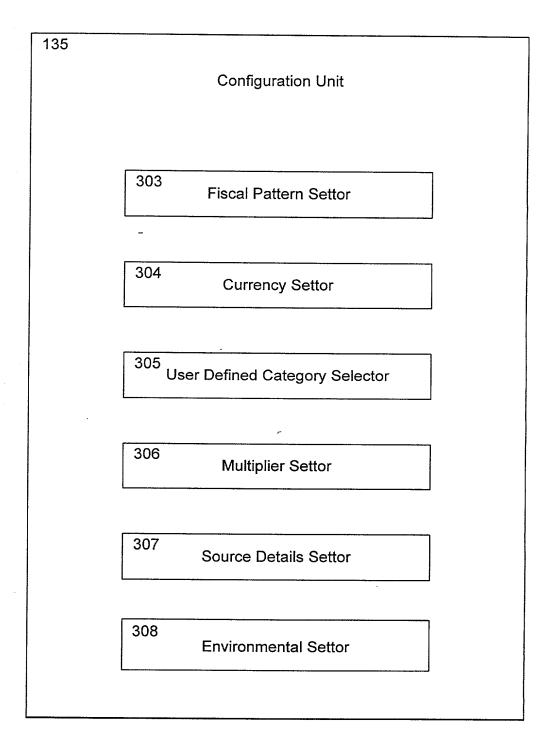


Figure 7

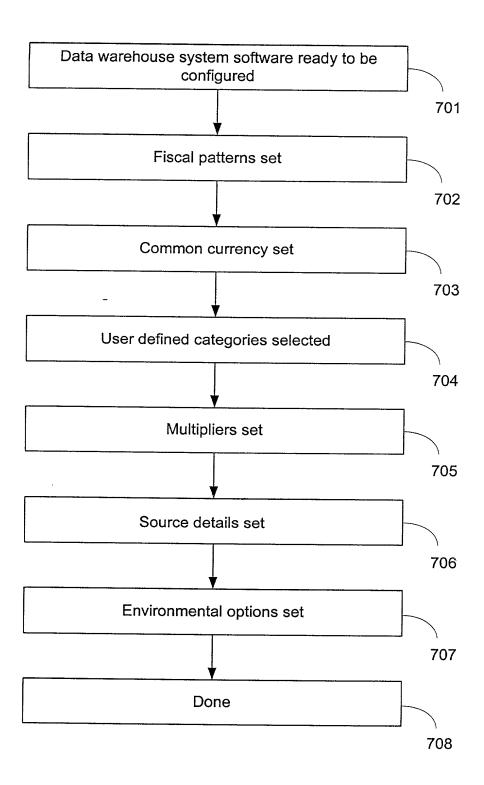


Figure 8

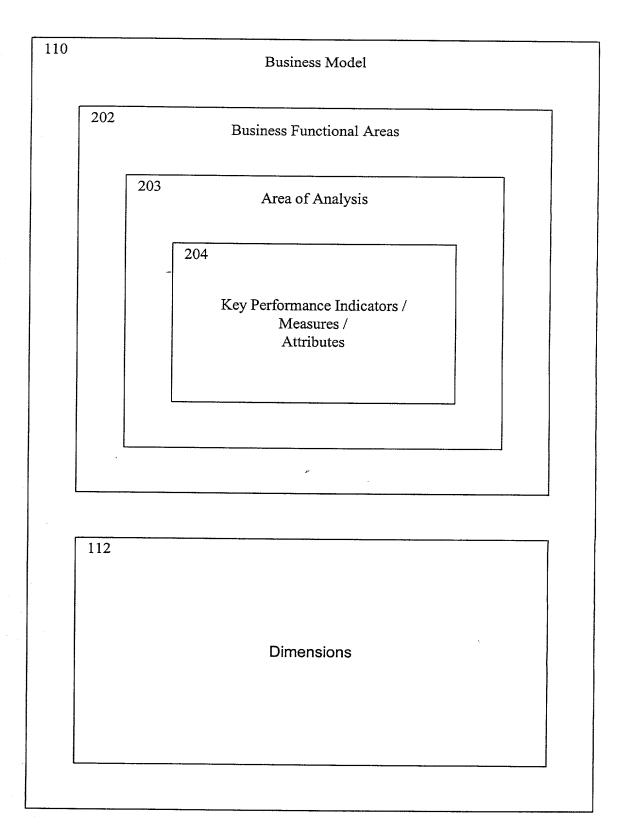


Figure 9

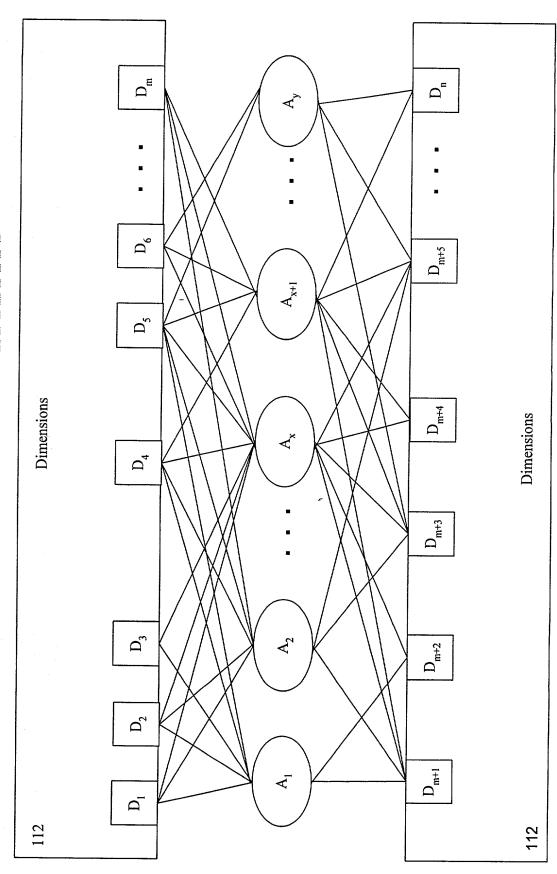


Figure 10

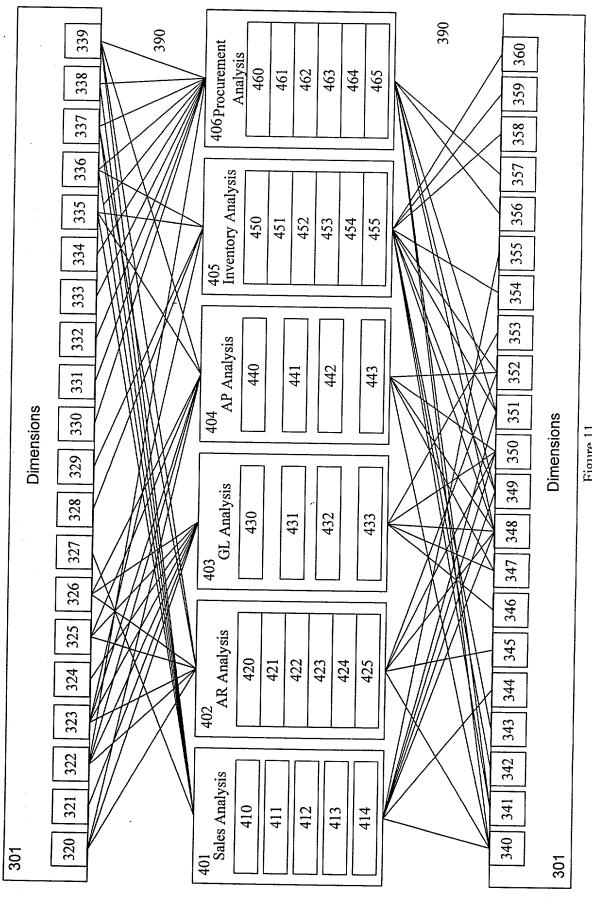
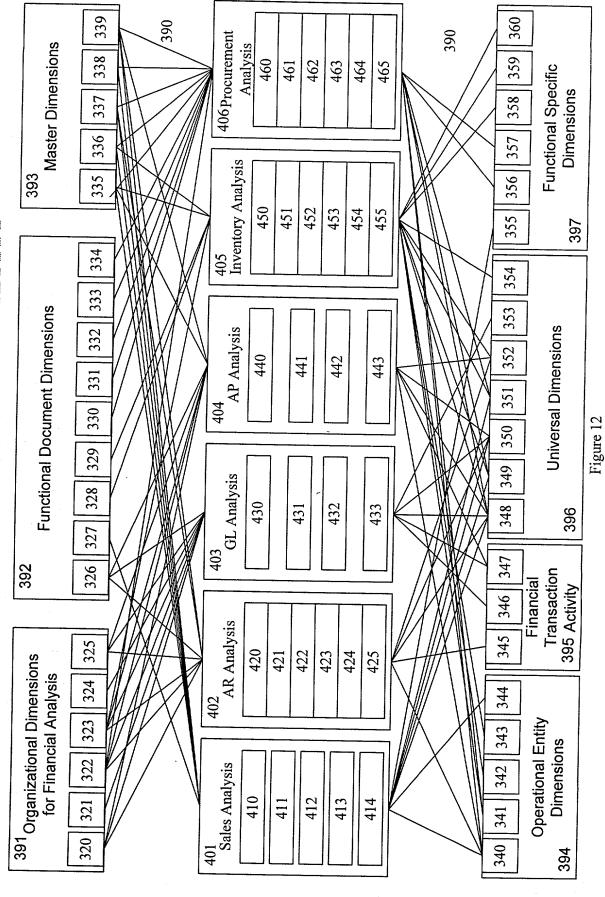


Figure 11



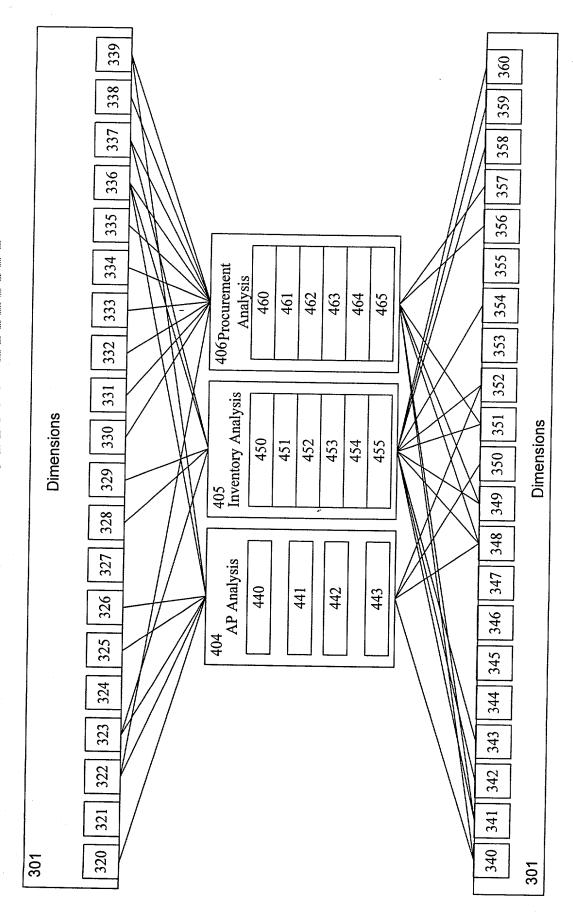


Figure 13

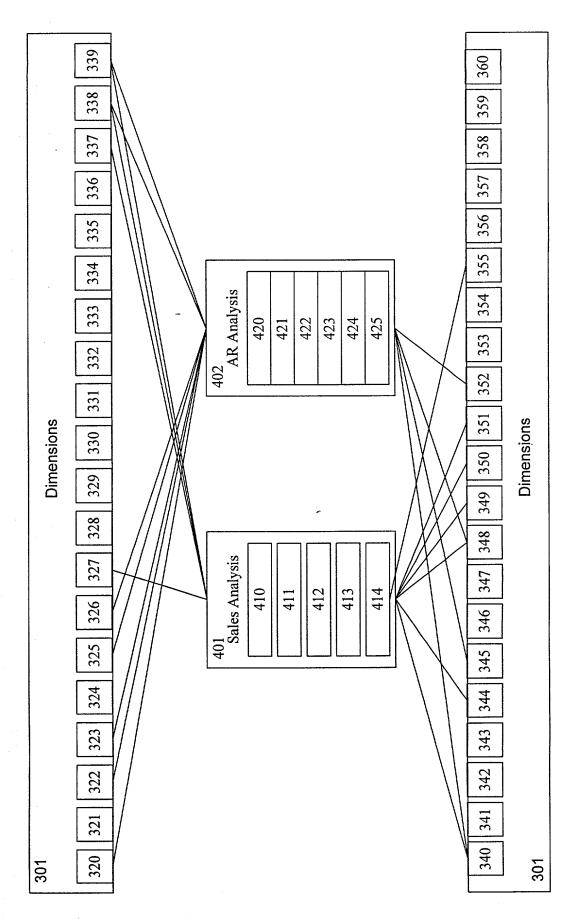


Figure 14

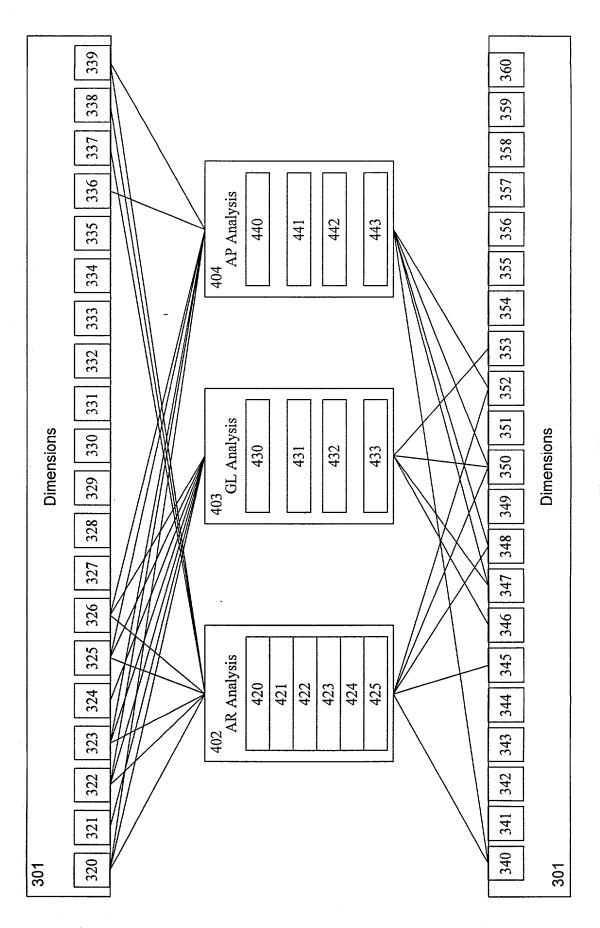


Figure 15

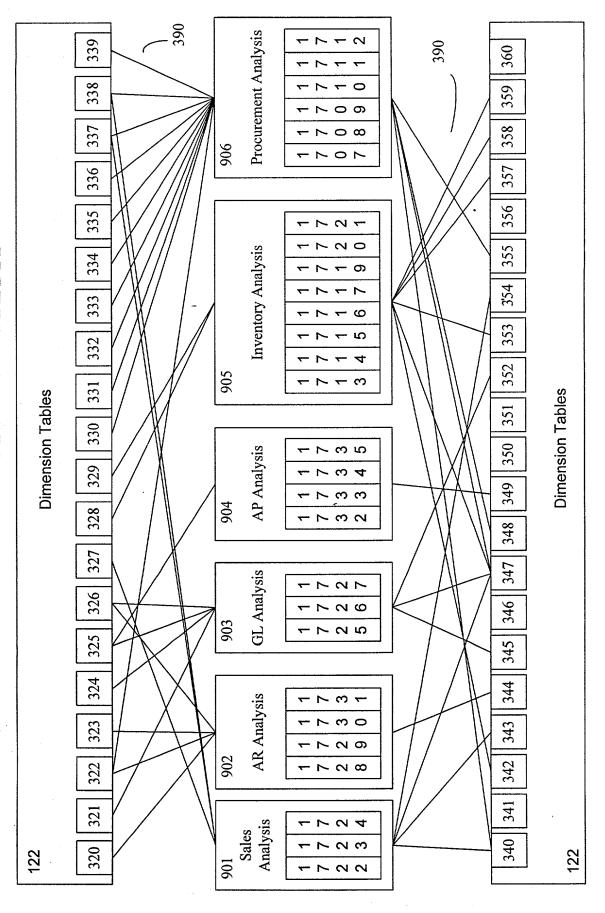
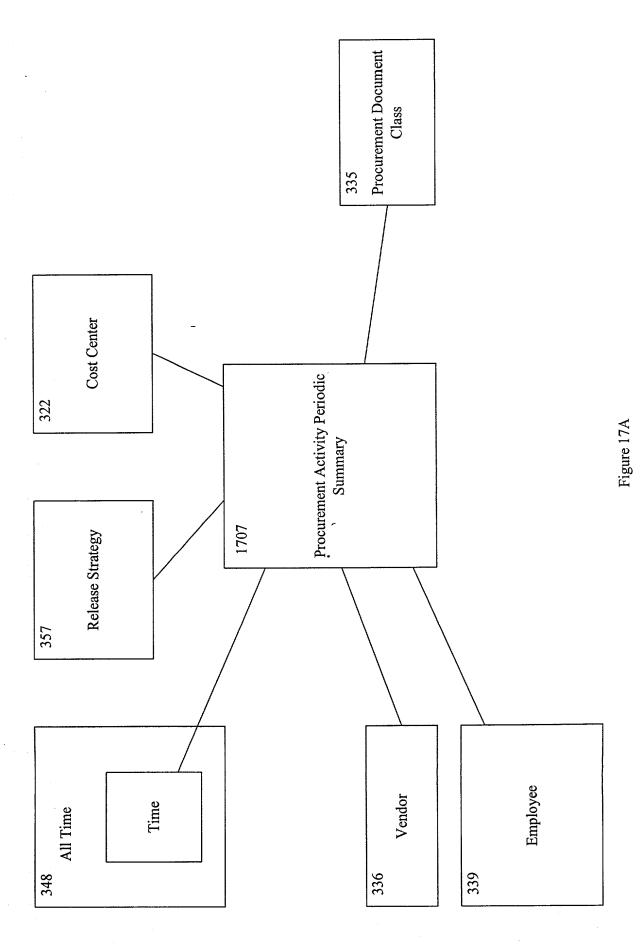


Figure 16



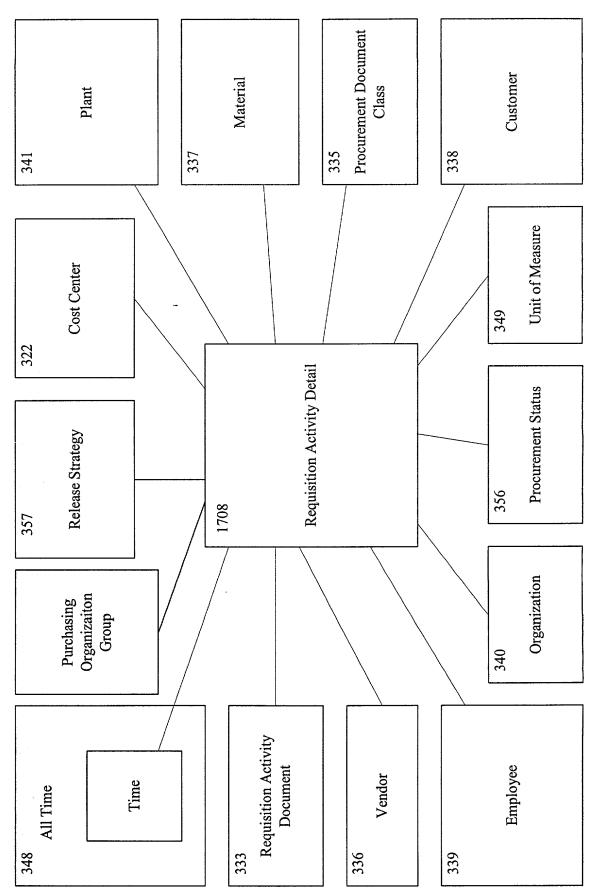


Figure 17B

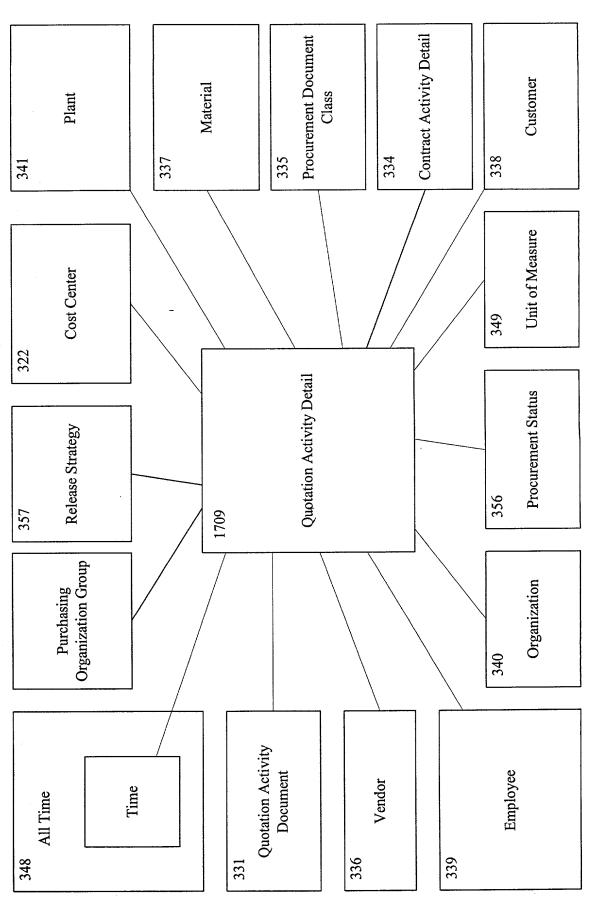


Figure 17C

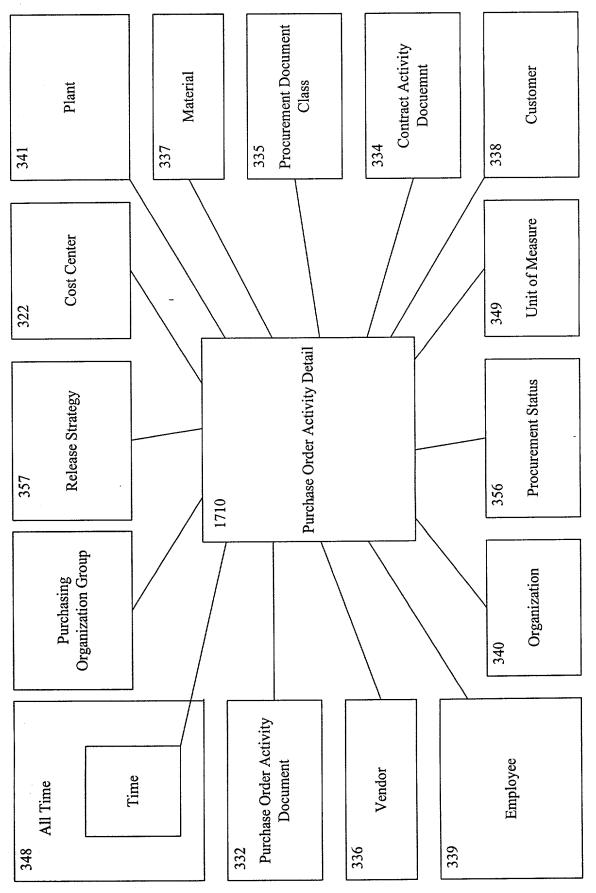


Figure 17D

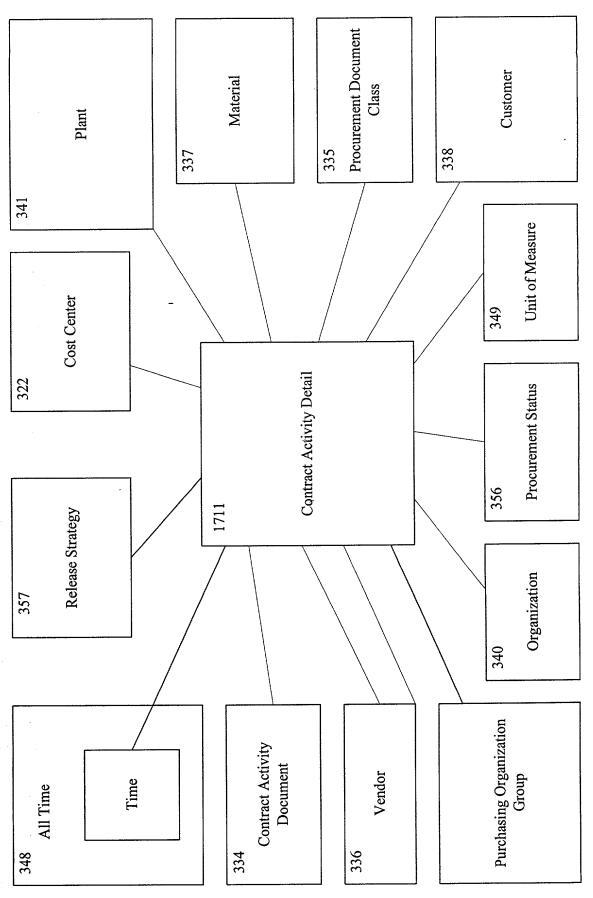
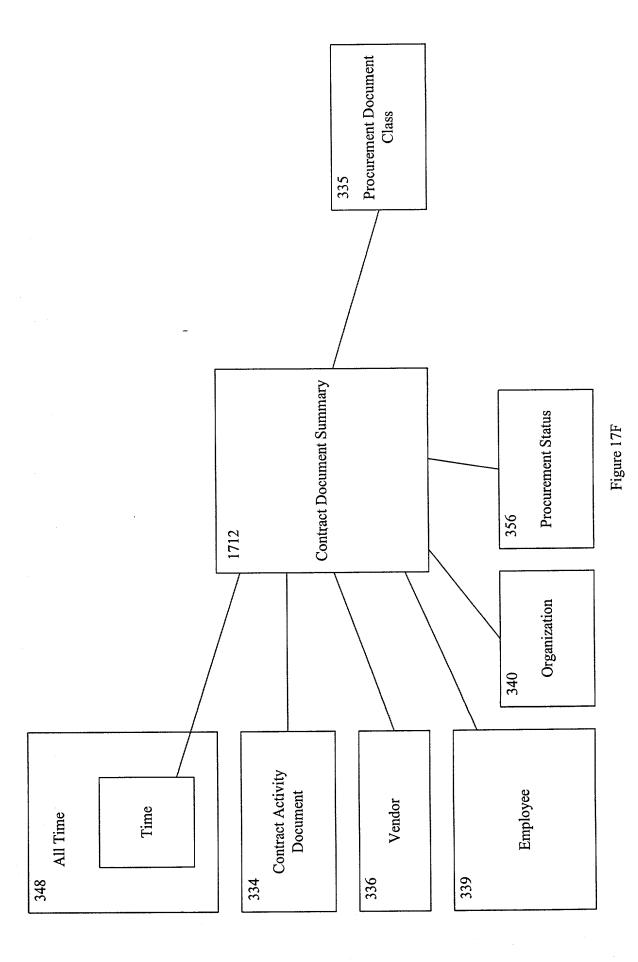
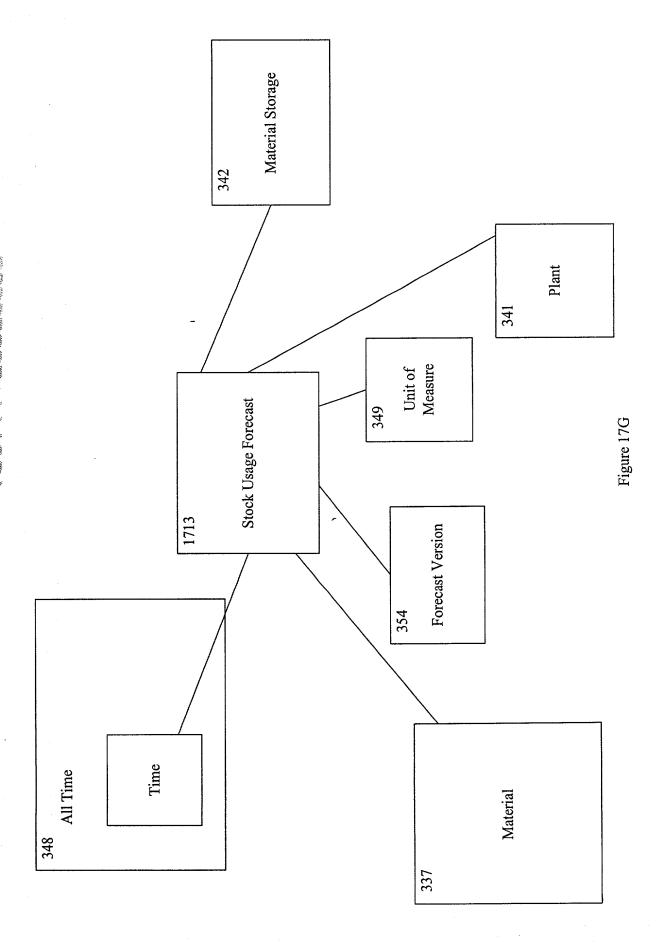
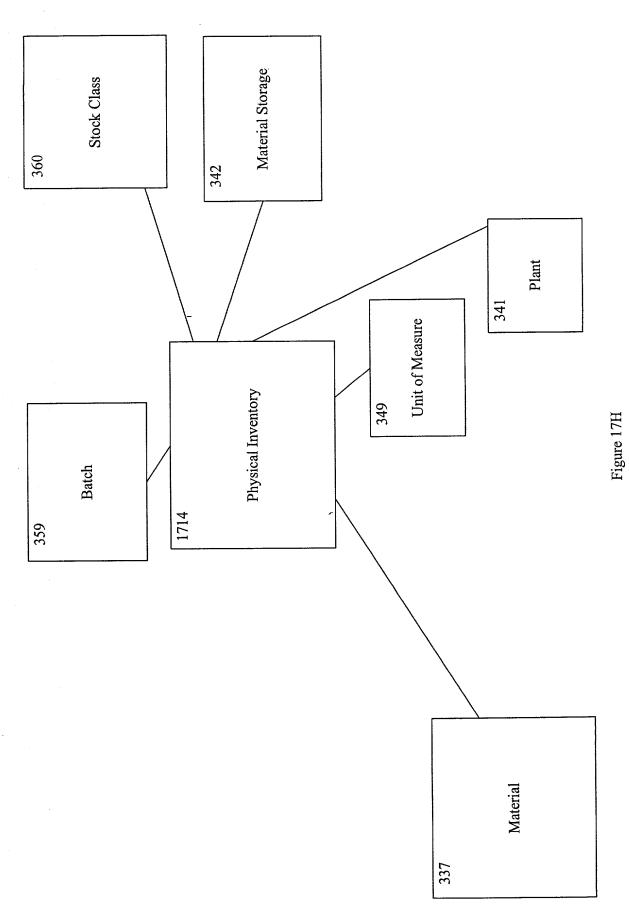


Figure 17E







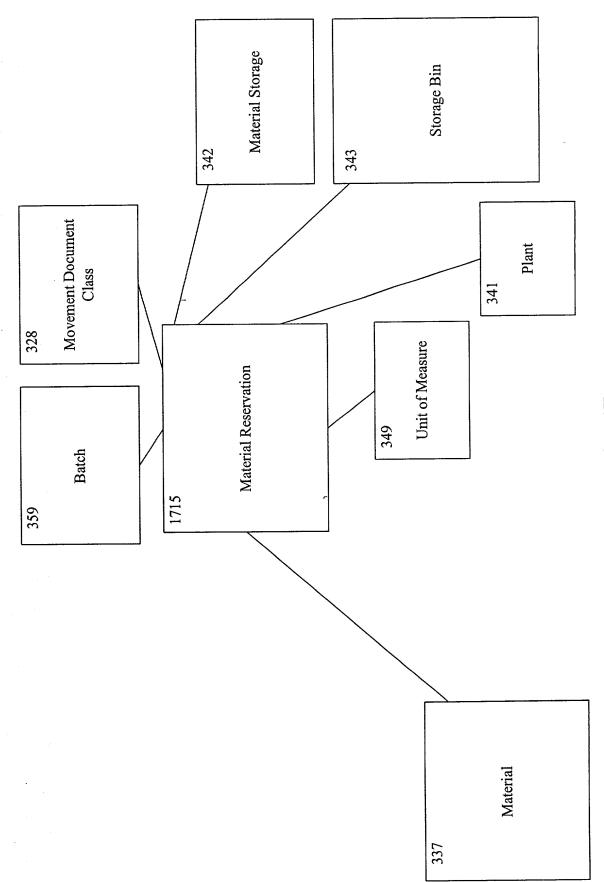
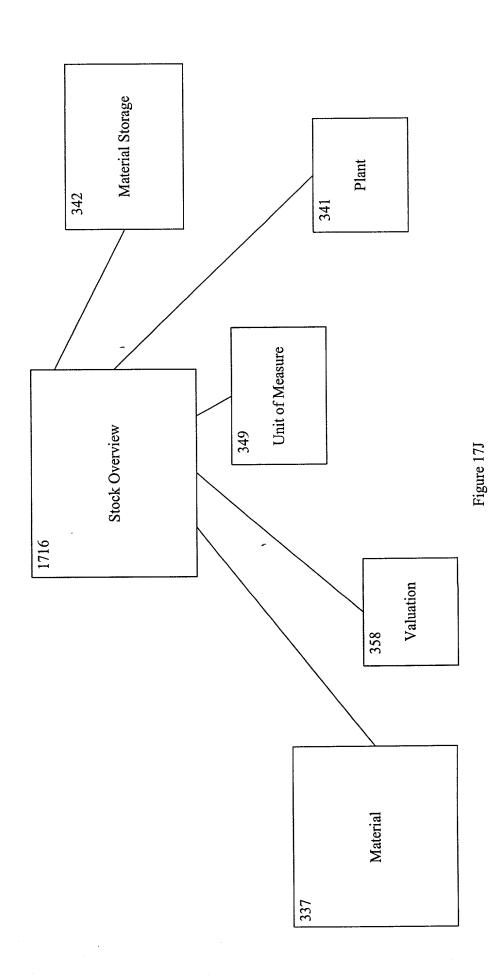
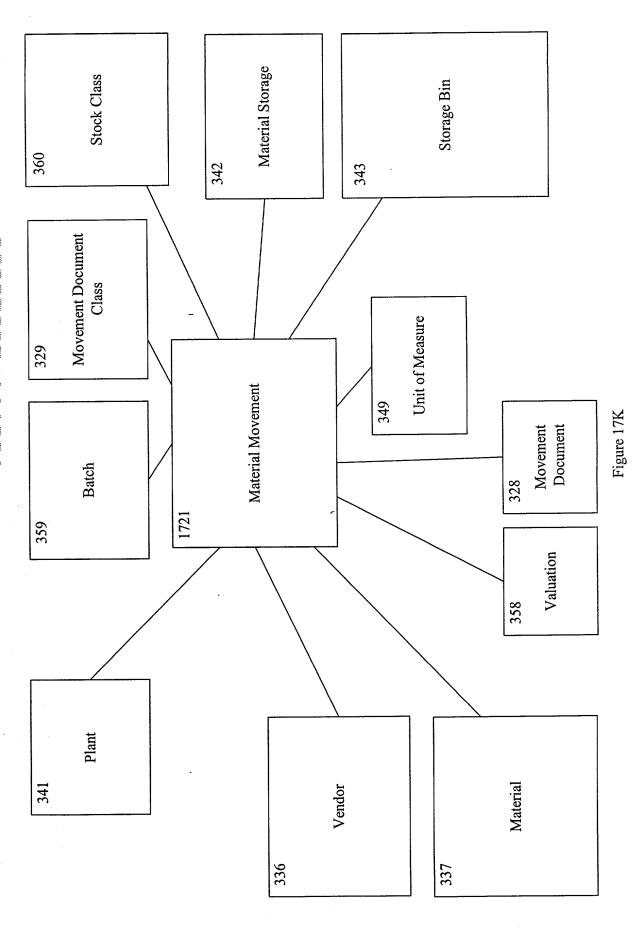


Figure 17I





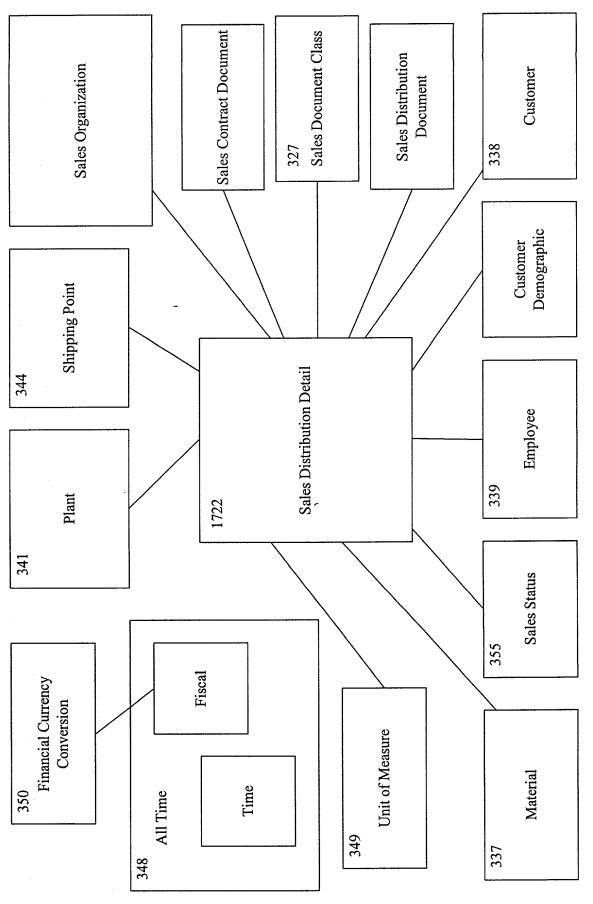
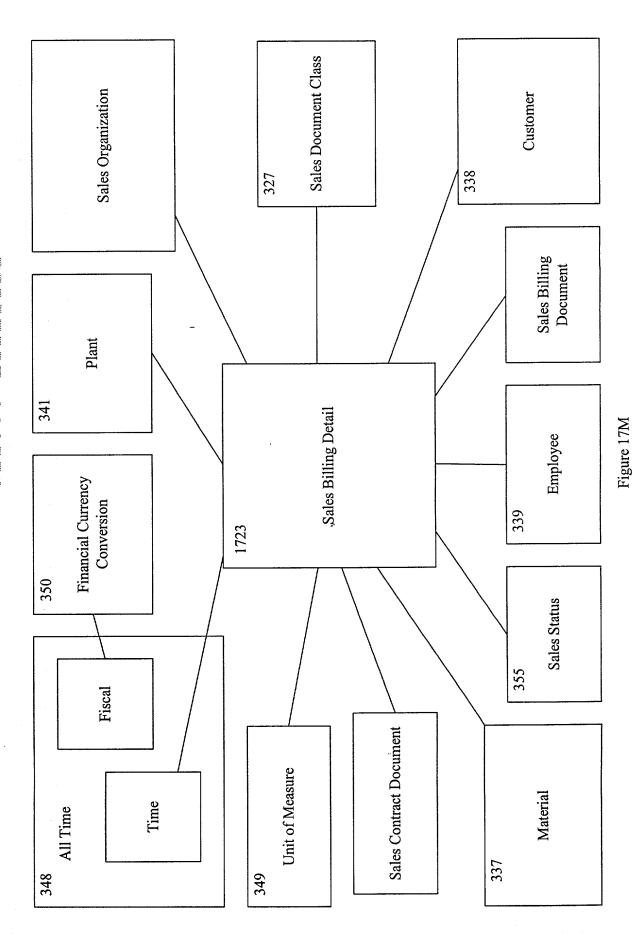


Figure 17L



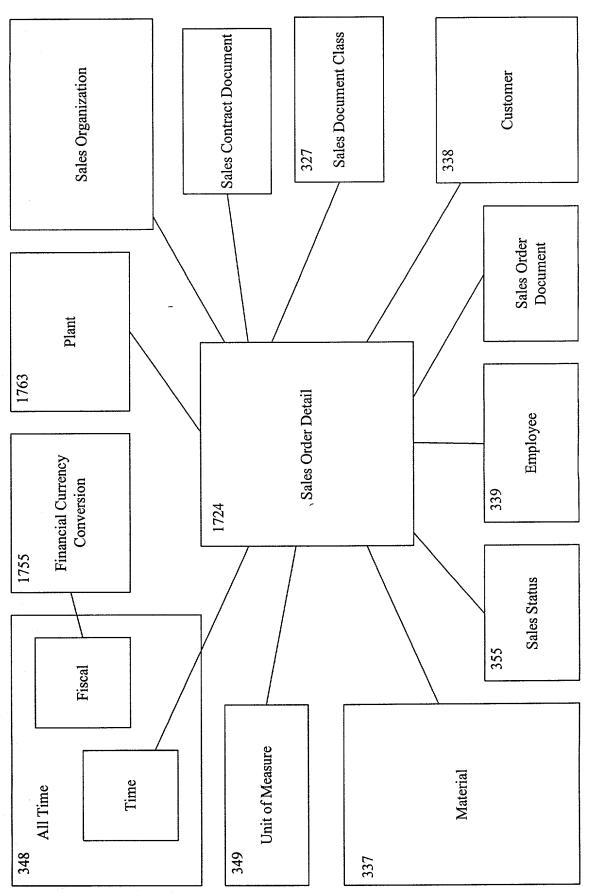
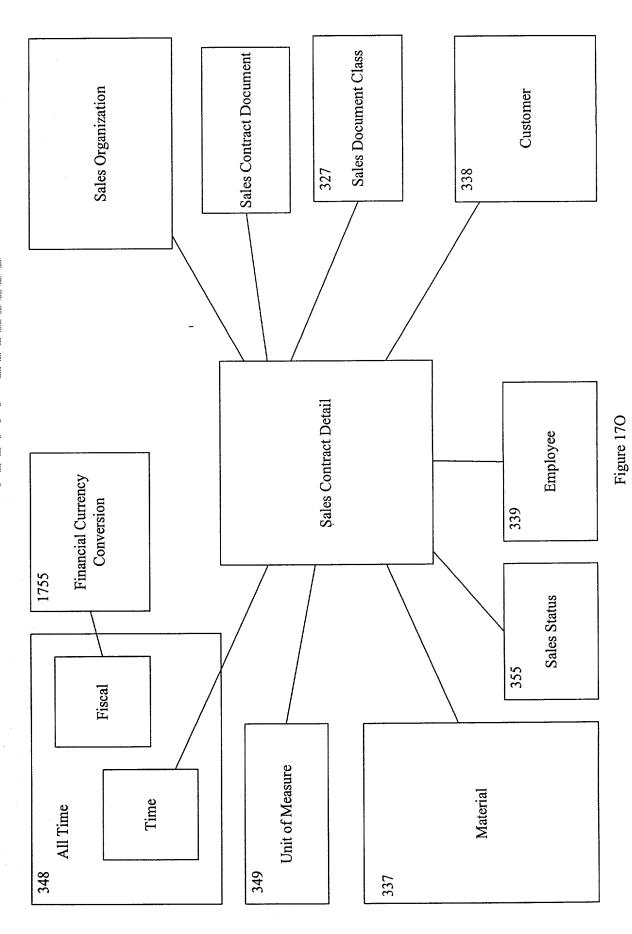
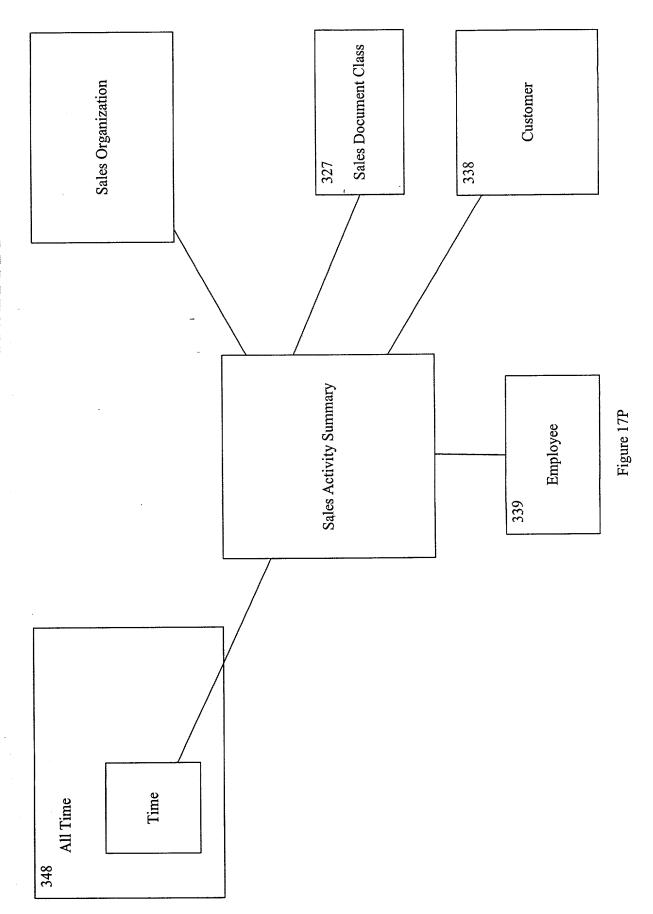
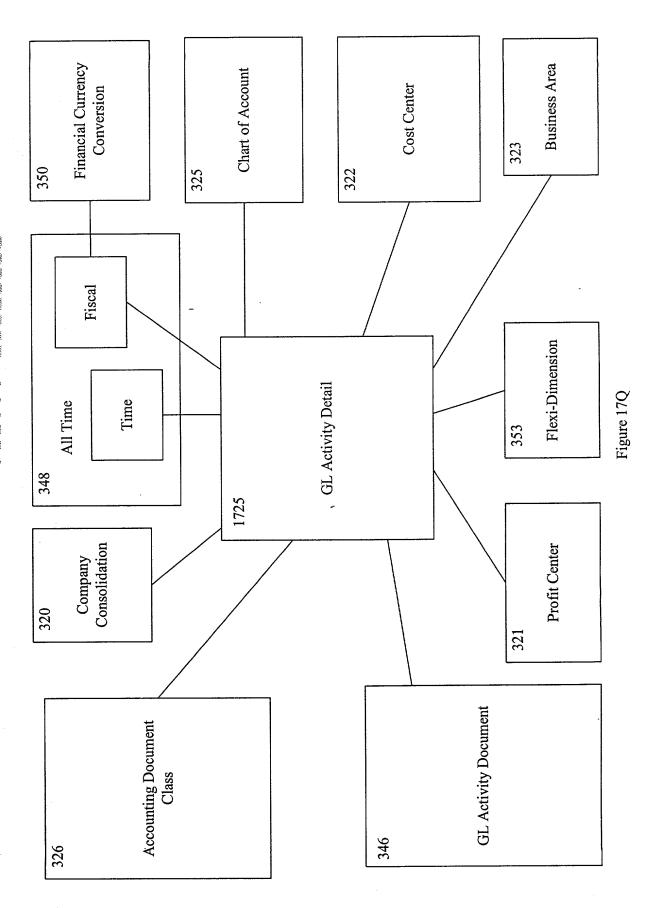
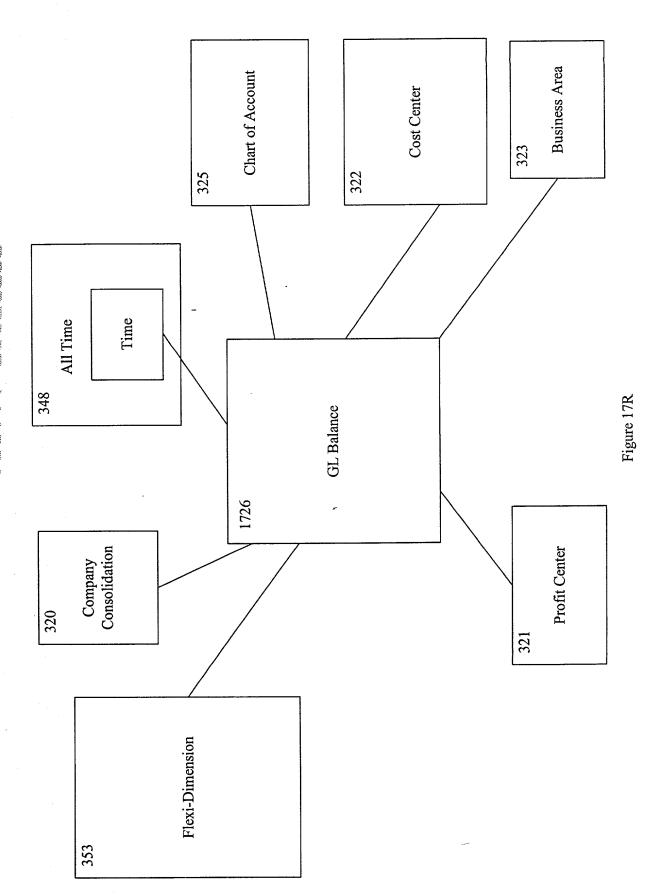


Figure 17N









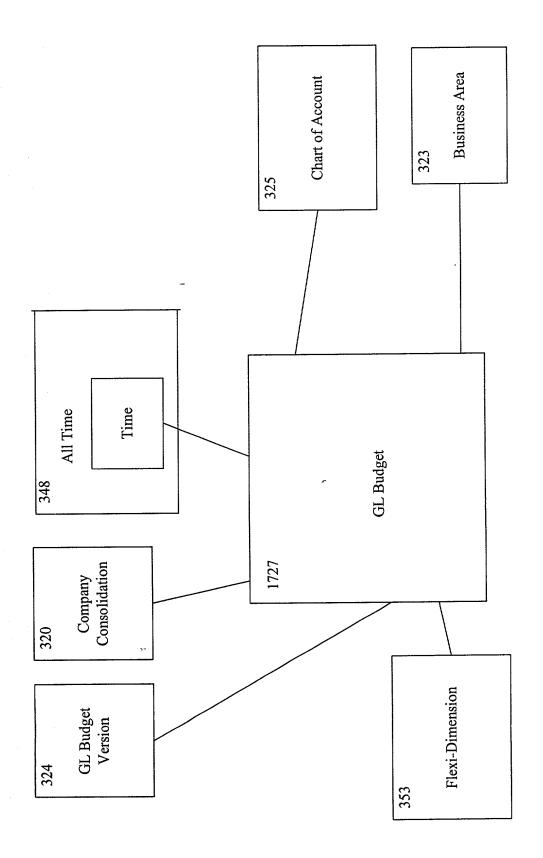


Figure 17S

Figure 17T

AR Activity Document

Employee

Business Area

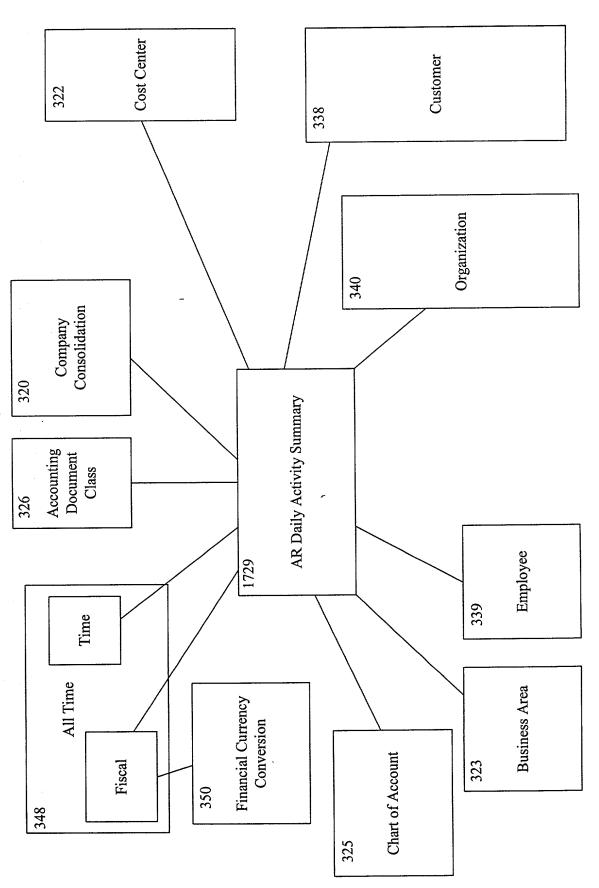


Figure 17U

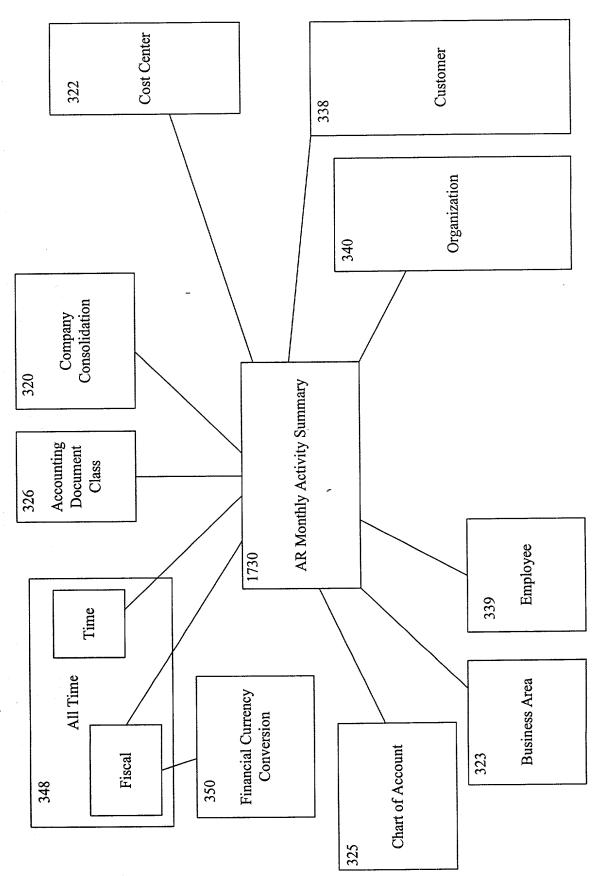


Figure 17V

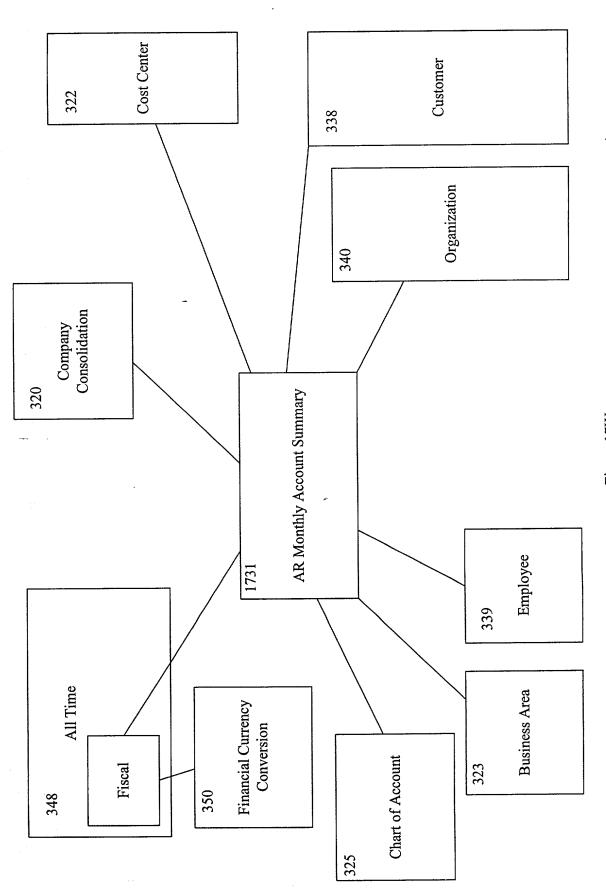


Figure 17W

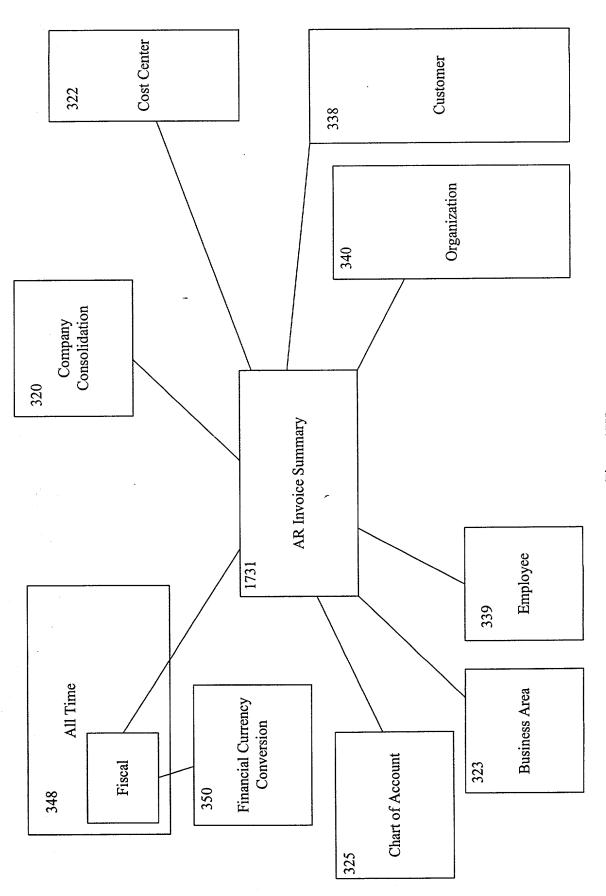


Figure 17X

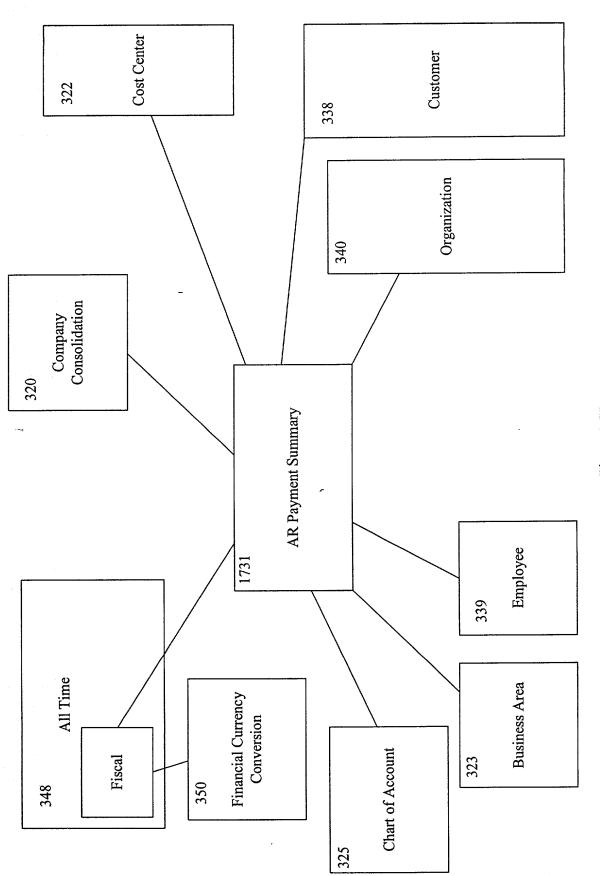


Figure 17Y

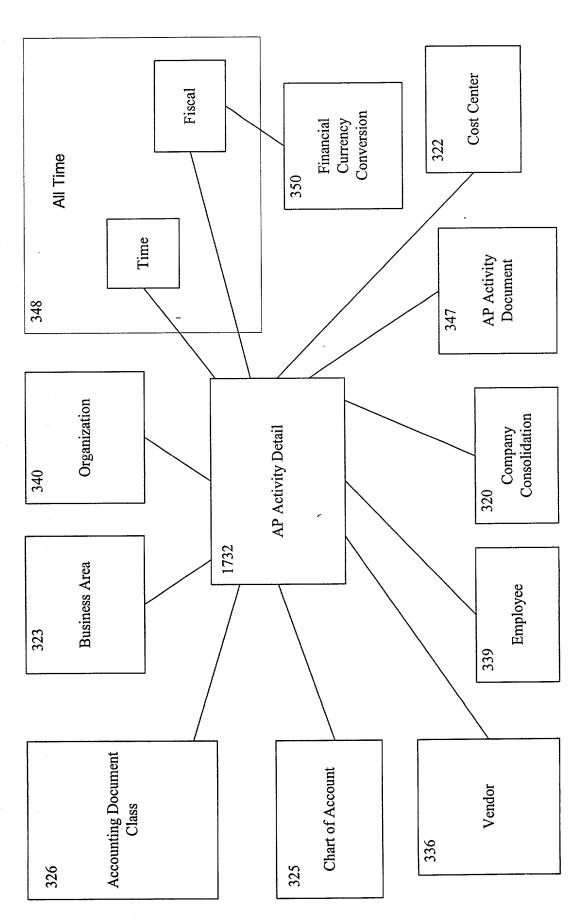


Figure 17Z

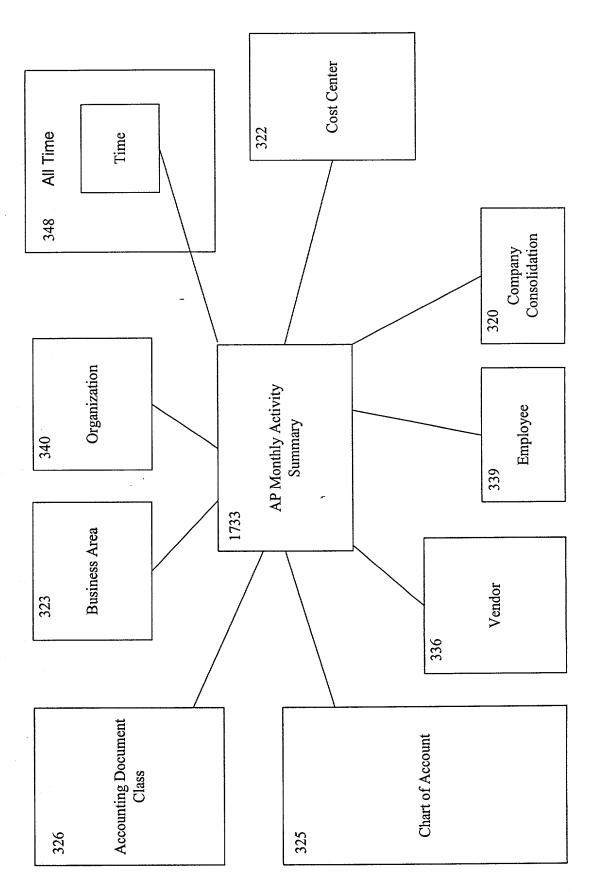


Figure 17AA

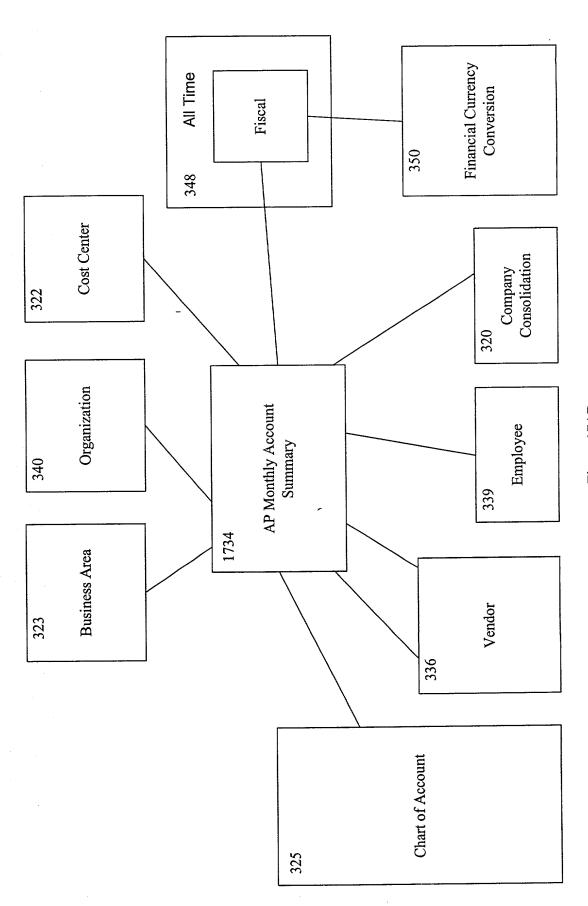


Figure 17AB

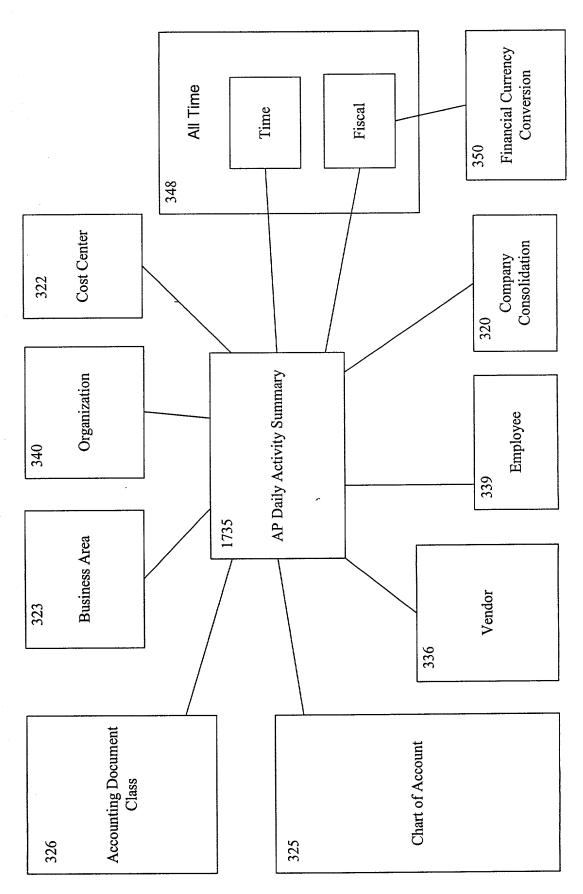


Figure 17AC

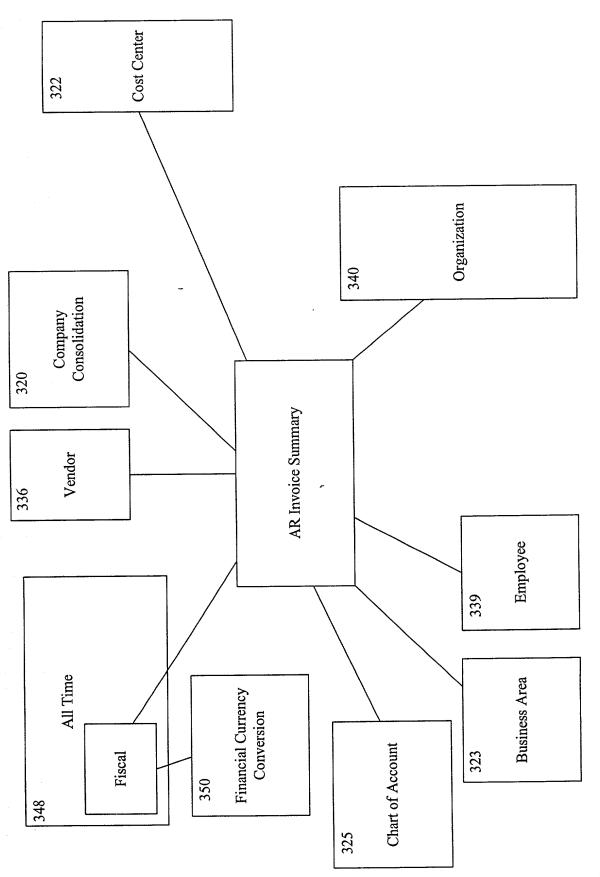


Figure 17AD

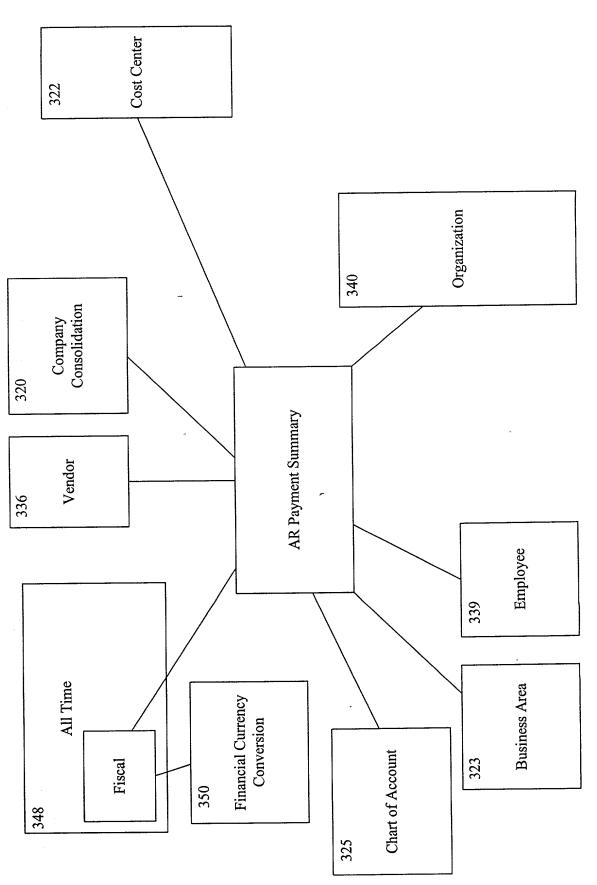


Figure 17AE

Succession of the control of the con
--

Figure 18

AMIPATION ACT From Date: Extract From Time: Charge Sequence 1/24 Properties 100 000 00 AUL TIME AUTHORITY OF 000 00 OF SALES STATUS OF COUNTY OF COUNTY OF COUNTY Class: Class: AMTERIAL SALES ON TEMPORE OF MATERIAL SHIPPING POINT OF MATERIAL SHIPPING POINT OF MATERIAL SHIPPING POINT OF SALES OR DEFINE OF SHIPPING POINT SHIPPING POINT OF SALES OR DEFINE OF SHIPPING POINT SHIPPING POINT OF SALES OR DEFINE OF SHIPPING POINT OF SH	Job Name:				
Extract From Time: Change of the Change of	URIEDANIESANTON	and the second s			
Extract From Time 00 00 00	mention of designs that is a discontinuous to a continuous to				
Extract To Time: 00 00 00 Hold Until Time: Cast Extract Time: So S	Extract From Date:	Extract From Time	Change Sequence Allert Like	A STATE OF THE STA	
Extract To Time: 100 00 00 Hold Unit Time: Last Extract Time: 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	1999/01/01	00 00 00	Job Name		
Hold Unit Time Last Extract Time:	tract To Date:	Extract To Time	ALL TIME		
Hold Until Time. Last Extract Time.	00/12/31	00 00 00	SALES_STATUS		44.) 2. (2.) 2. (2.) 4. (2.)
Last Extract Time:	Id Unkil Date:	Hold Unki Time:	ORGANIZATION		
Last Extract Tring:	1		CUSTOMER		7
0000	st Extract Date:	Last Extract Time:	EMPLOYEE MATERIAL	e .	>
	Classer	The same of the sa	SHIPPING_POINT UNIT_OF_MEASURE		
driven Load Size	ererinista describeraturas describeras describeras de constantes de cons		SALES_ORDERS BILLING	•	
	anum Load Size		· · · · · · · · · · · · · · · · · · ·	The Market Constitution of the Constitution of	

Figure *19*

Carperter Vew Grouped	Al Police	[A -] L - A EN [D] 141 K [Q] M W W W W W W W W W W W W W W W W W W	Bushess Area	NEASURES		
dy 0 ♣ ;-	ance\Poweif	Financial	Analysis K	Financial Analysis Key Performance Indicators	ance Indica	itors
	ters Inc		Year-over	Year-over-Year Comparisons	54	
4 T ANY 681 4 T 1998 4 T 1 4 999		Finers: Current Period (199912		-		
+ [h] Curent Perod 14 [h] Curent Perod Pres Qit 15 [h] Curent Perod Pres Year		All Companies, All Profit Centres, All Cost Centres, All Business Areas	ntrøs, All Cost Cen	lres, Ali Business A		Thuriday, October 28, 1999
F. [5] Perod Irends	.		Prior Year - to - Date	Year - to - Date :.	Change	Groweth
	<u> </u>	Current Ratio	14.19	17 04	7.86	2014%
T [] Piemer Hoth America	vnerica	Chrick Rafla	6 43	6 46	0 0 0	0.34%
	3	Investiging Turnover	8 48	7.87	.061	¥11 1.
(** C** Al Lost Lenkes	les Systems	Fixed Asset Turnover	1 19	151	0 32	28 71%
A 1-7 Al Burness Areas		Total Asset Turnover	0 95	1,15	0.21	21 70%
	en Urer	Deht to Asset	81.44	%1 38	%-0 0 8	.396%
4. [_1 Small Business User,	Urer,	Three interest Earned	150.10	12364	-28 45	.17 62%
) e	Fixed Charge Coverage	.150 10	-123.84	26.45	.17 82%
T () MEASURES		Profit Margin	% 181 19	%133.61	%.27.59	*11.71.
		Basic Earning Power	%15278	%154 11	%133	0 87%
		Return on Assets	%15278	%154,11	%1 33	0 87%
about a straight when a straight	-	Return on Equity	%600383,33	%630583 33°	%30200 00	503%

Figure **20**

- Power Weby - D.K.Wings pur of tile A.C.K.E.T.Kort of Ule at (Ind.) More than 1	J. (Urzd. Und)	1000000000000000000000000000000000000		
DISTRIBUTE LA BIBLE				48.
Africal Periods A Sales Organizations By Courary	rriny) (At Osstoner Cleastification) (At Materials) (At Documents) (At May on Ranges	Al Documente Al	<u> </u>	**
F. D. VApplications Solar Analysis (Powerfila	Key Performance Indicator Analysis	ce Indicate	or Analys	sis
		Sales	•	
T A A S de 1 Organo Went		FY.1998	FY.1P99	All Fiscal Perfods
3. By Desirable Chartel	Total Sales Het Arnount	\$45,282 47K	157,467 76K	1102,760 18K
·	Total Sales Granity	2,915	1 1018	6,963
THE I BY COUNTY	Total Number of Sales	14,751	24,524	38,775
1 ja By Customer Levels	Total Sales Profit Margin	14,770 83K	\$6,267.81K	\$11,033 54K
Shard Account	Total Sales Extended Price	\$46,364 00K	\$58,809 00K	\$105,173 00K
Cold Demonstration	Total Sales Discount Amount	\$1 C68 00K	12,17201K	\$3,840 01K
I AP Potsun	Total Sales Freight Amount	\$596 43K	1830 17K	\$1,427 19K
C A Al Moreith	Total Sales Extended Cost	\$ 10,563 05K	151,977.75K	\$92,540 80K
	Average Sales (Het Amount	13 18K	12 34K	\$7.65K
1) 14 By Hoger Miles at 15 15 15 15 15 15 15 15 15 15 15 15 15	Average Sales Margin Percent	. 1382%	14749	14 40%
	Total Billing Het Amount	\$18,537 90K	\$61.584.39K	1110,127 79K
to [4] By Document Calegory to [4] By Document Type	Total Biffing Quantity	2,915	4 0 4 8	8,963
(5 ' 3 Al Magn Barget	Total Number of Billings	14,251	24,524	38,775
11 20 MAGON	Total Billing Profit Margin	14,770 93K	16,262 81K	\$11,033 54F
211-301 Moon	Total Billing Extended Price	116,361 00K	158,809 00K	\$105,173 00K
H (-1 Al Order Brows	Total Billing Cash Discount	\$0 00K	\$0 00K	\$0 00K
1 25 Orden	Total Billing Discount Amount	11,668 00K	\$10.571.51	\$3,940 01K
t (2 f 3 MDet. ery Rorges	Total Billing Freight Amount	1596 43K	1830 77K	\$1,427 19K
. II > 4 D systems II - 4 D systems III - 4 D systems III - 4 D systems III - 4 D systems II - 4 D systems I	Total Batting Tax Amount	13,245 48K	14,116 83K	\$7,382 11K
S L' Al Devi	Total Buring Extended Cost	\$40,563.05K	151,977 75K	\$92,540 801
	Average Billing Het Amount	13 4 K	17 51K	\$284K
	Average Billing Margin Percent	17.93%	13 80%	13 48%
To Heb. press F1.	是一种的人。	The Bridge		
	Talenta de la companya del companya de la companya della companya della companya de la companya della companya			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,

Figure 21

be abor densi- rC Syrie R Acce sy Maker ly Maker	FREES: All Materials 1999 O. f. Allega	Inventory Analysis Key Performance Indicators Alterations 1999-04 1999-04 1999-04	Performance	ㅋ -	Monday, February 28, 2000
2 Lange (1988)	Open Stock Vake	9 089,150 00	9 800.550 00	6 8 29 1 25 00	9,089 100 00
r Allocator	Close Stock Value	4 779 500 00	5,012,550 00	11.537500	111631500
1) 1 Plemby Confedent	Avg Stock Votin	6 114 370 00	1,404,550 00	1 553 7 50 00	6,797,966.67
T. is Ay Courty	Mary Stock Valve	8 073,559 38	\$176,19085	5 500 078 97	5 9 1 5 8 2 2 0 5
* I Start Level Commy	Usage Quantity	3 299	3694	3,617	019,01
B) Stock Level (5 Days	Us age Valve	4,369 630 00	1,7 88,000 00	4 552 750 00	13 650,350 00
1) Short Level of 10 days	Curamitative Usage Quentity	14,331	\$3,658	55,330	55 130
B) Slock Level (30 Par	Currenalative the age Vakre	56 055 870 00	(1,019,450 00	61,421,300,00	61,421,300 00
A Stock Level 40 Day	Moving Average Usage Quartity	3,102	3,167	3 00€	3,092
1. Fig. University Lumb	Marking Average Usage Vakin	4 033,128 73	4.092,387.83	37.19.970.75	3 958 167 43
III Urage Bate (20	Inventory Turns	B+ 1	116	12 03	78 01
M Charle Rate (15	Coverage	15.74	16 23	36 8	169
JU Usochier CS	Minterboty Cours	22 00	22.00	1100	00 7.0
+ tre ASURES	Plant Count	\$ 00	00 \$	85	\$ 80

Figure 22

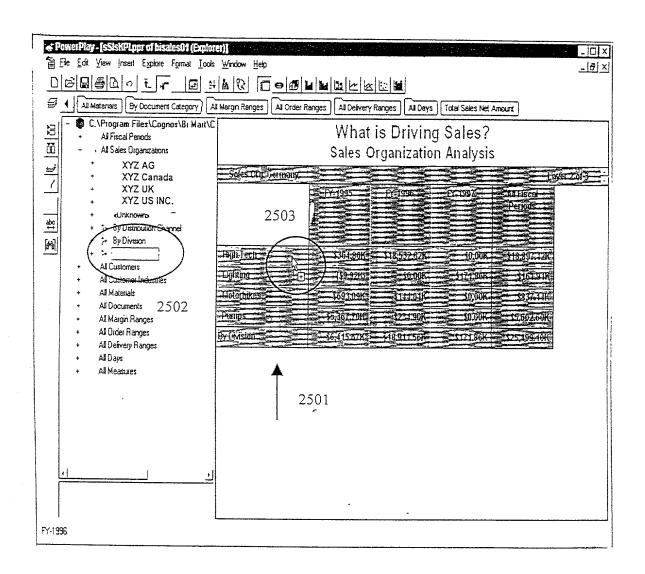


Figure 23

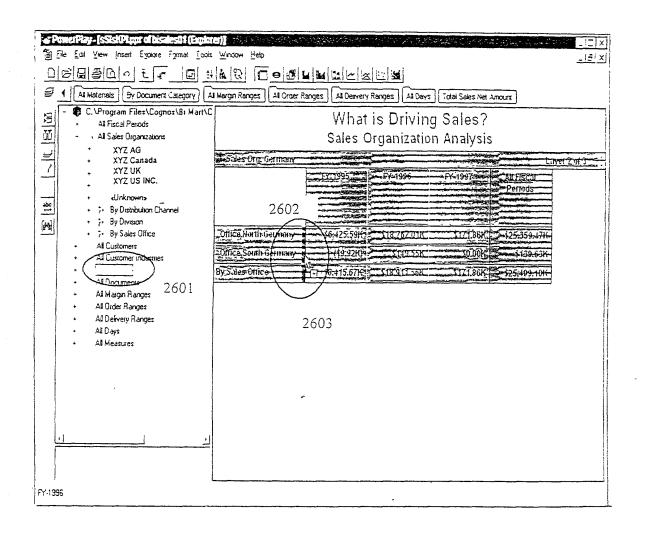


Figure 24

PowerPlay - [eSistPlaps of bisales[] (Employe			经产品的 或等	Y-752 88 70 N	
Eile Edit View Insert Explore Format Iooks	<u>W</u> indow <u>H</u> eto				
			- 4		
All Materiais By Document Category 4	Wargin Ranges All Order Ranges	All Delivery f	Ranges Al Days	Total Sales Net A	nour
C.\Program Files\Cognos\Bi Mart\C All Fiscal Periods All Sales Organizations XYZ AG XYZ Canada XYZ UK	Siles Our Bermany		is Driving rganization		Lyo
- XYZ Canada + XYZ UK XYZ US INC. - + «Unknown» - > Sy Distribution Channel	Act Care (1) Special Ca		Friens	FY:1046	Engay an
(A) + >+ By Division	Office Houth Communy — Confi	theodica respective	\$1,929.95K \$1,572.31K	102386	
+ All Customer Industries - All Documents - All Margin Ranges	Salit	inguen pr	\$0.13K	17.59±86i(30.00K 117
All Order Ranges All Delivery Ranges All Days	altria mice South Germany Contin	eriole.ma	\$6,125.59K \$0.00K	518.767.0185 5126.0485	
→ All Measures	Zeur	inistien br	(\$9.92K) \$0.00K	\$5.50K***	\$0:00K
	gy Sales Office Confin	er Lus- urable ma	14.928.35/6 14.928.35/6	1149,5516 1251:3282 11010 BK	50005
	And the state of t	nusited pr		117.1116	\$0.0016
	non.	rnoods	521,20K	317.593.668.	ZODOK Z
FY 1996	270				

Figure 25

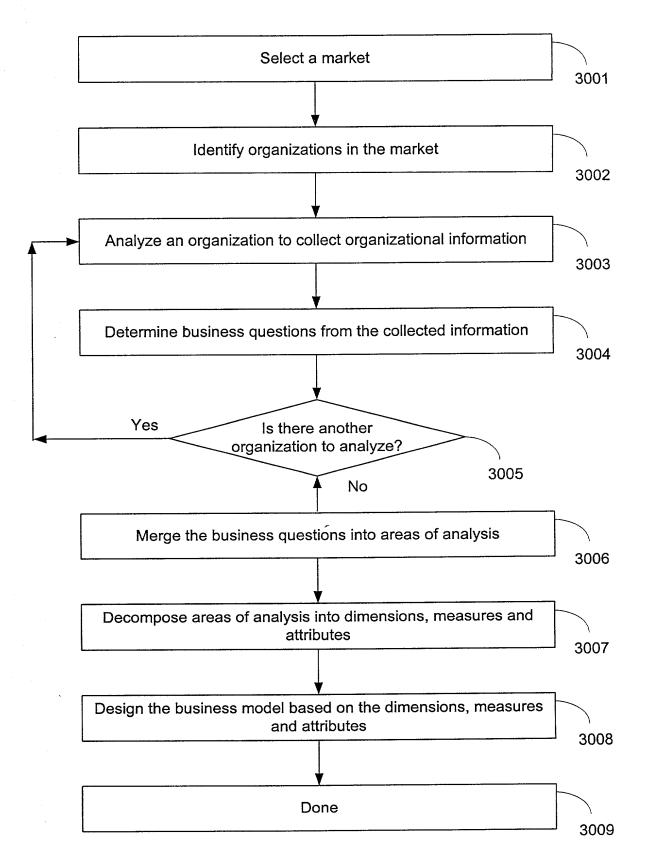


Figure 26

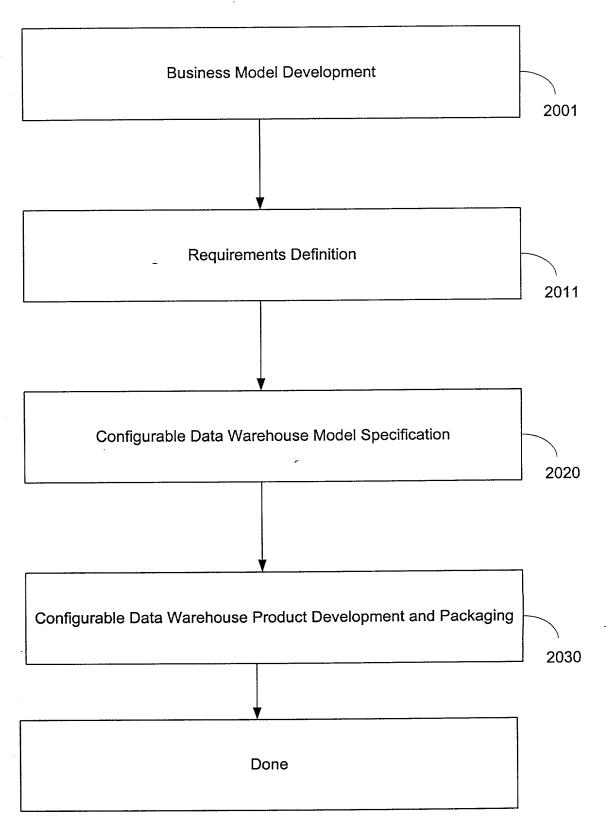


Figure 27A

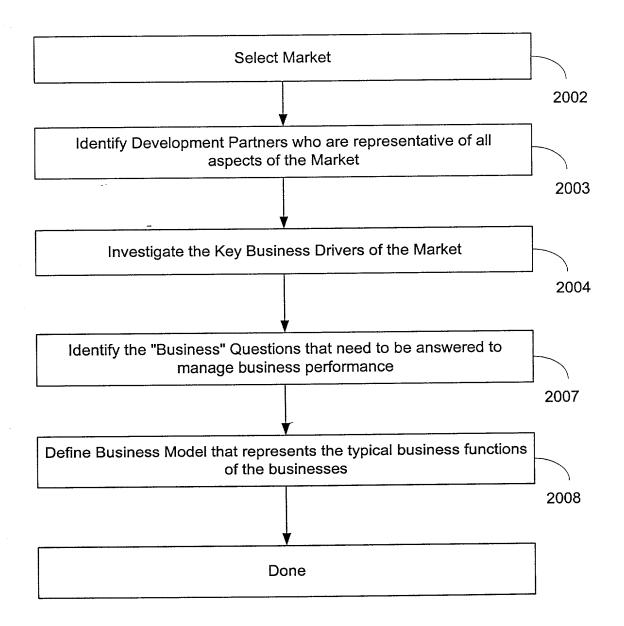


Figure 27B

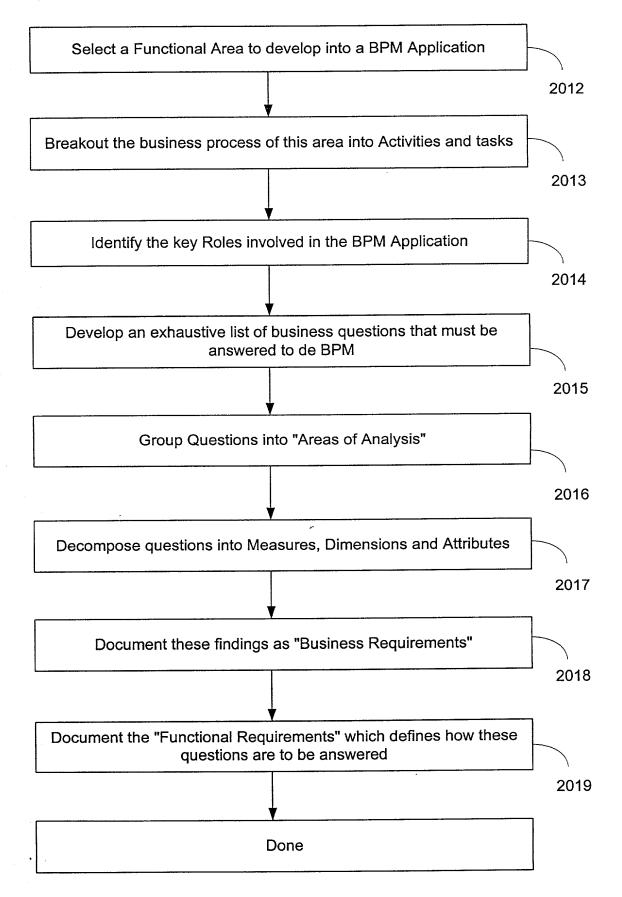


Figure 27C

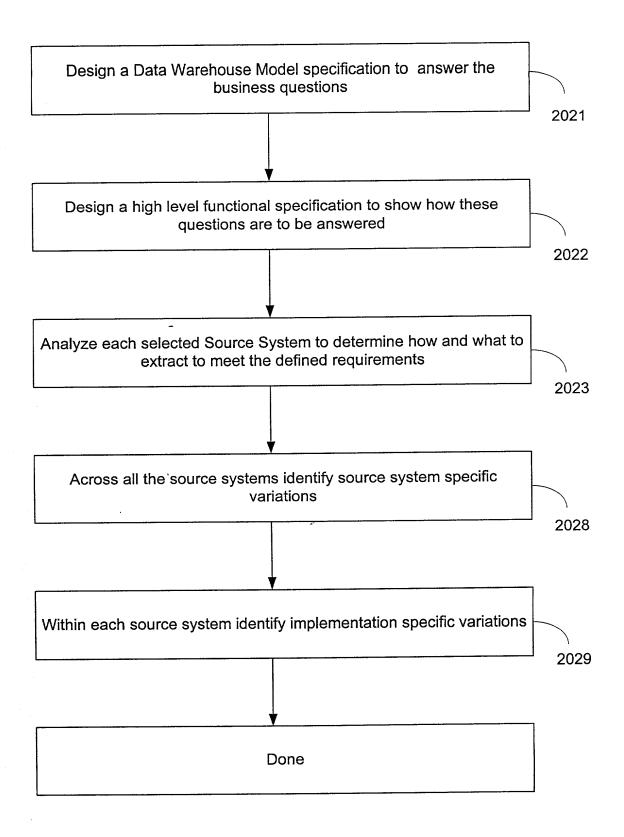


Figure 27D

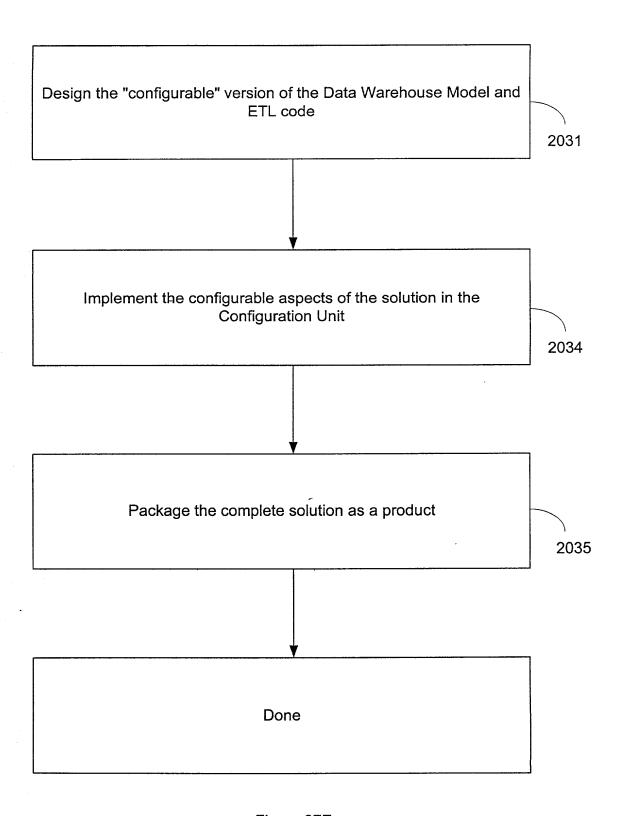


Figure 27E